

Table 1 - IMPACT ON PRODUCER PRICES

	Dairy Institute	Western United		Western United	Western United	Western United
	Fluid Competition	COP Utility Increase		Hauling Surcharge	SPP Floor *	Combined **
		10%	30%			
Class 1	-\$0.36	\$0.06	\$0.20	\$0.25	\$0.01	\$0.39
Class 2		\$0.06	\$0.20	\$0.25	\$0.01	\$0.39
Class 3		\$0.06	\$0.20	\$0.25	\$0.01	\$0.39
Class 4a					\$0.01	\$0.01
Class 4b					\$0.11	\$0.11
Pool	-\$0.08	\$0.02	\$0.05	\$0.07	\$0.02	\$0.13

* SPP Floor impact is based on averages for 2000. All other impacts are not time sensitive.

** Uses average of 10% and 30% COP Utility Increase.

Table 2 - IMPACT ON CONSUMER PRICES

	Dairy Institute	Western United		Western United	Western United	Western United
	Fluid Competition	COP Utility Increase		Hauling Surcharge	SPP Floor *	Combined **
		10%	30%			
Fluid Milk – cents per gallon						
Whole (3.5%)	-3.1¢	+0.5¢	+1.6¢	+2.1¢	+0.1¢	+3.3¢
Reduced Fat (2%)	-3.5¢	+0.5¢	+1.6¢	+2.0¢	+0.1¢	+3.2¢
Lowfat (1%)	-3.8¢	+0.5¢	+1.5¢	+1.9¢	+0.2¢	+3.1¢
Skim (0.1%)	-3.3¢	+0.3¢	+1.1¢	+1.4¢	+0.1¢	+2.2¢
Yogurt – cents per quart						
Lowfat		+0.1¢	+0.3¢	+0.4¢	+0.0¢	+0.6¢
Ice Cream – cents per ½-gallon						
Generic		+0.2¢	+0.8¢	+1.0¢	+0.0¢	+1.5¢
Super Premium		+0.6¢	+2.0¢	+2.6¢	+0.1¢	+4.0¢

* SPP Floor impact is based on averages for 2000. All other impacts are not time sensitive.

** Uses average of 10% and 30% COP Utility increase.

Table 3 - REGIONAL UTILITY COST COMPARISON

California's Three Major Production Areas, January To October 2001*

	Number of Dairies	Utilities Cost per Cow	Utilities as a Percent of All Costs	Utilities Cost per cwt.
North Valley	110	\$4.31	2.1%	\$0.246
South Valley	71	\$3.58	1.8%	\$0.205
Southern California	28	\$3.78	1.9%	\$0.222

*** In 1999 these three areas produced 95% of California's milk.**

Table 4 - IMPACT OF PROPOSED AMENDMENT FOR ENERGY COSTS

Increase in Cost of Utilities	Utility Costs per Cow	Total All Costs per Cow	Utilities as a Percent of All Costs	Utilities Cost per cwt.	Difference and tripled per cwt.
0%	\$3.95	\$200.43	1.9%	\$0.227	\$0.000
2%	\$4.03	\$200.51	2.0%	\$0.232	\$0.006
5%	\$4.15	\$200.63	2.1%	\$0.239	\$0.027
7%	\$4.23	\$200.71	2.1%	\$0.243	\$0.039
10%	\$4.35	\$200.83	2.2%	\$0.250	\$0.060
20%	\$4.74	\$201.22	2.4%	\$0.273	\$0.129
30%	\$5.14	\$201.62	2.6%	\$0.295	\$0.195
40%	\$5.53	\$202.01	2.7%	\$0.317	\$0.261

Table 5 - 10% UTILITY COST INCREASE

Theoretical Impact Of Proposed Utility Cost Amendment Using 2000 Annual Prices

Number of Months with Increase	Northern California Class 1	Northern California Class 2	Northern California Class 3	Portland FMMO Class I	All FMMO's Class II
0	\$13.32	\$12.22	\$12.17	\$13.46	\$12.63
1	\$13.33	\$12.22	\$12.17	\$13.46	\$12.63
2	\$13.33	\$12.23	\$12.18	\$13.46	\$12.63
4	\$13.34	\$12.24	\$12.19	\$13.46	\$12.63
6	\$13.35	\$12.25	\$12.20	\$13.46	\$12.63
8	\$13.36	\$12.26	\$12.21	\$13.46	\$12.63
10	\$13.37	\$12.27	\$12.22	\$13.46	\$12.63

Table 6 - 20% UTILITY COST INCREASE

Theoretical Impact Of Proposed Utility Cost Amendment Using 2000 Annual Prices

Number of Months with Increase	Northern California Class 1	Northern California Class 2	Northern California Class 3	Portland FMMO Class I	All FMMO's Class II
0	\$13.32	\$12.22	\$12.17	\$13.46	\$12.63
1	\$13.33	\$12.23	\$12.18	\$13.46	\$12.63
2	\$13.34	\$12.24	\$12.19	\$13.46	\$12.63
4	\$13.36	\$12.26	\$12.21	\$13.46	\$12.63
6	\$13.39	\$12.29	\$12.24	\$13.46	\$12.63
8	\$13.41	\$12.31	\$12.26	\$13.46	\$12.63
10	\$13.43	\$12.33	\$12.28	\$13.46	\$12.63

Table 7 - 30% UTILITY COST INCREASE

Theoretical Impact Of Proposed Utility Cost Amendment Using 2000 Annual Prices

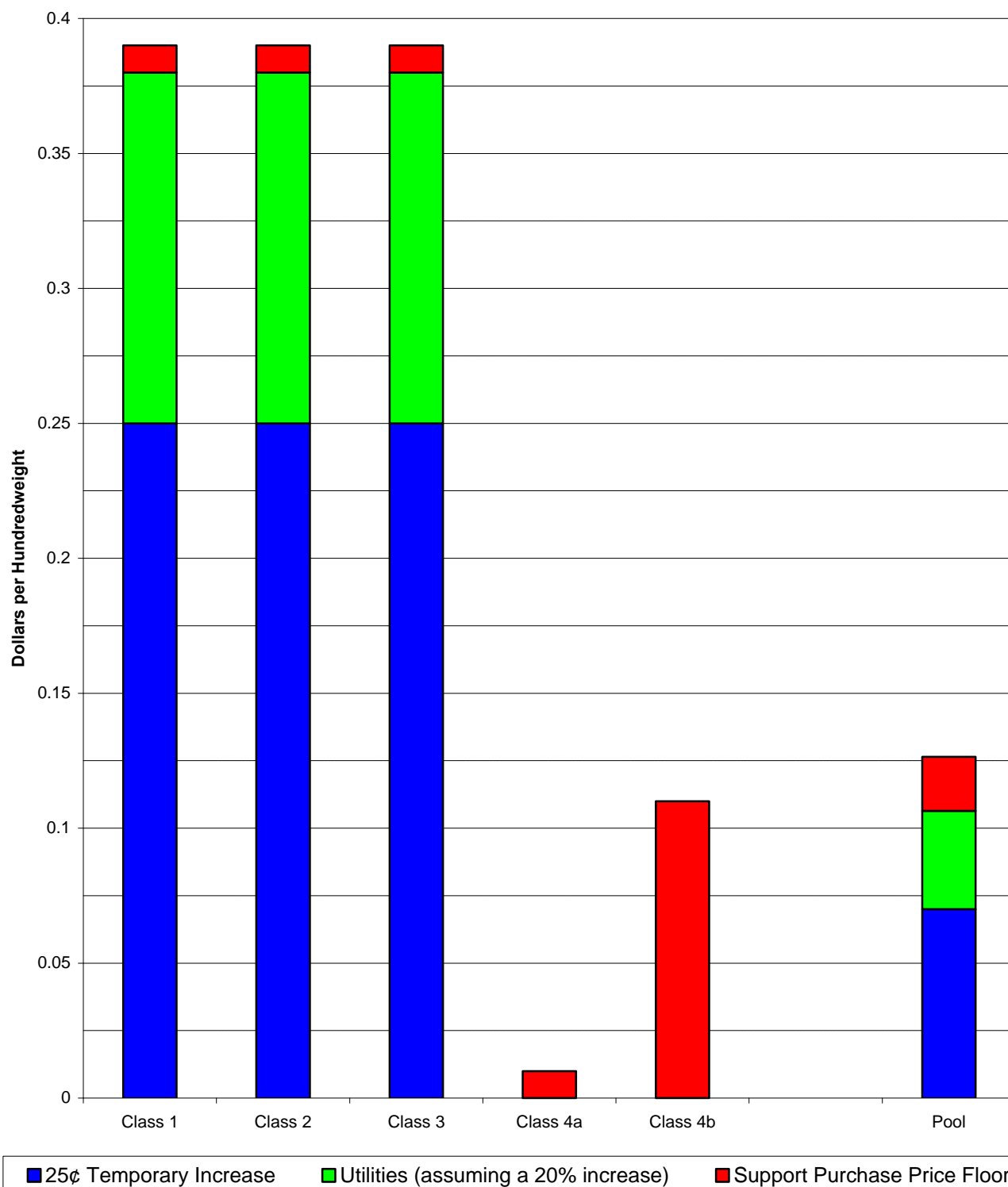
Number of Months with Increase	Northern California Class 1	Northern California Class 2	Northern California Class 3	Portland FMMO Class I	All FMMO's Class II
0	\$13.32	\$12.22	\$12.17	\$13.46	\$12.63
1	\$13.34	\$12.24	\$12.19	\$13.46	\$12.63
2	\$13.35	\$12.25	\$12.20	\$13.46	\$12.63
4	\$13.39	\$12.29	\$12.24	\$13.46	\$12.63
6	\$13.42	\$12.32	\$12.27	\$13.46	\$12.63
8	\$13.45	\$12.35	\$12.30	\$13.46	\$12.63
10	\$13.48	\$12.38	\$12.33	\$13.46	\$12.63

Table 8 - HISTORIC CALIFORNIA PRICES

Annual Averages, 1994 to 2000

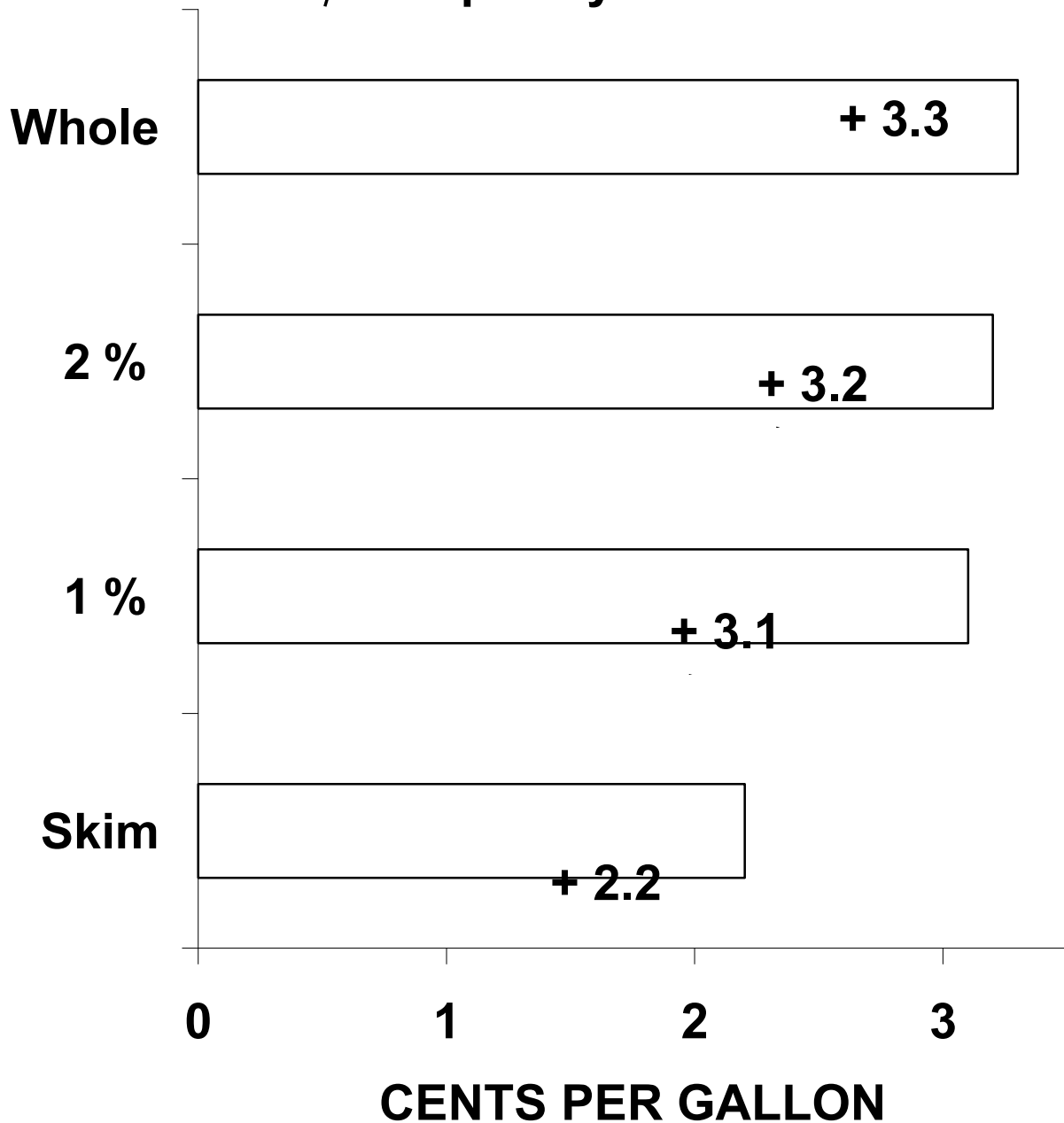
	Class 1	Class 2	Class 3	Class 4a	Class 4b	Quota	Overbase
1994	\$14.05	\$10.82	\$10.77	\$10.08	\$10.99	\$12.48	\$10.78
1995	\$13.75	\$11.04	\$10.99	\$10.53	\$11.20	\$12.66	\$10.96
1996	\$15.90	\$13.19	\$13.14	\$12.75	\$12.80	\$14.57	\$12.87
1997	\$14.21	\$12.89	\$12.84	\$12.30	\$11.27	\$13.54	\$11.84
1998	\$15.77	\$15.01	\$14.96	\$14.59	\$13.89	\$15.84	\$14.14
1999	\$16.40	\$13.49	\$13.44	\$12.14	\$12.36	\$14.40	\$12.70
2000	\$13.32	\$12.22	\$12.18	\$11.82	\$9.69	\$12.46	\$10.76

Figure 1 - WESTERN UNITED PROPOSALS - TOTAL IMPACT FOR 2000
as Generally Supported by Class 4a Processors (mainly producer cooperatives)
as Generally Opposed by Class 1, 2, 3 and 4b Processors (mainly proprietary plants)



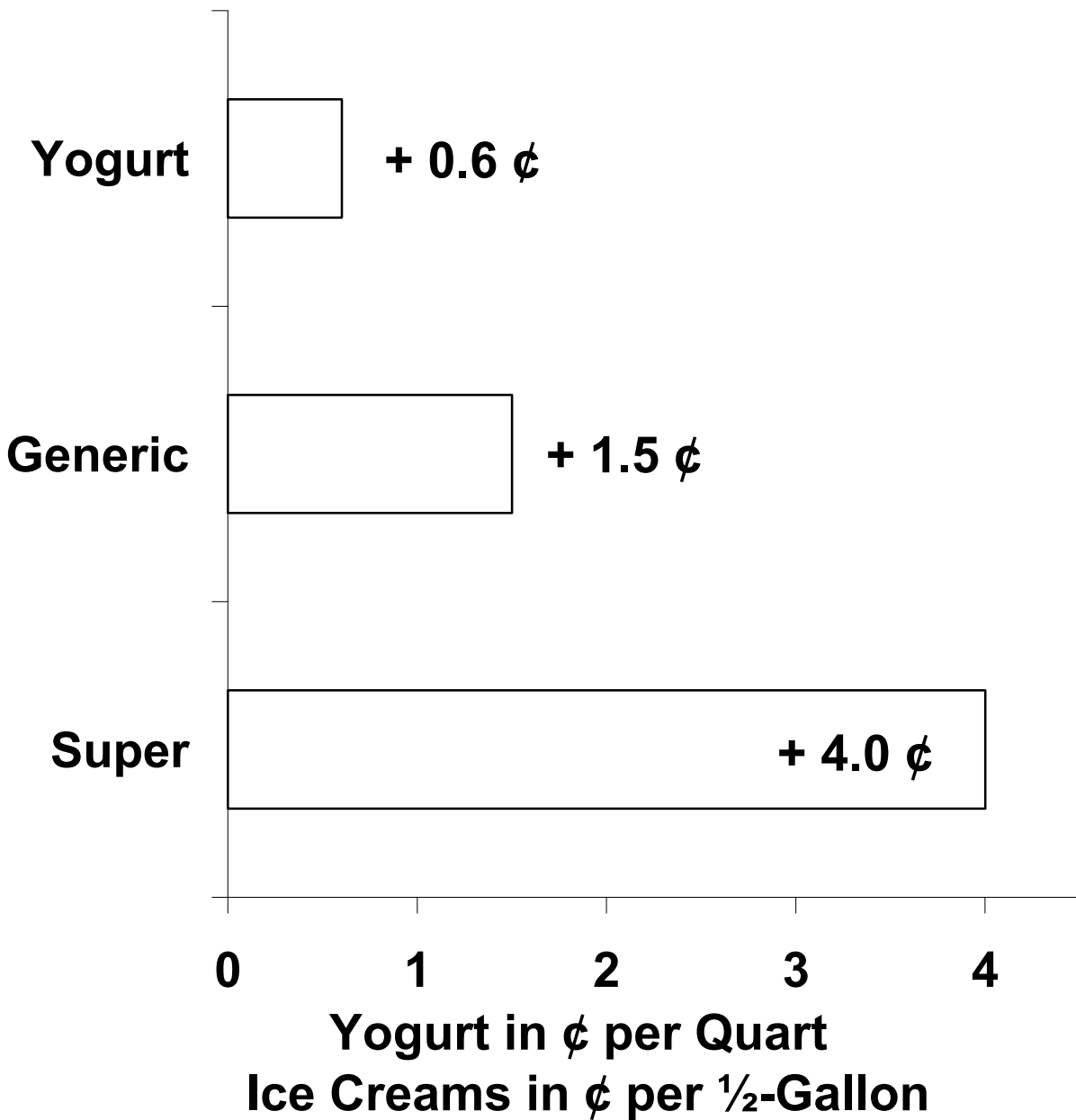
*Figure 2 - WESTERN UNITED
PROPOSALS*

**Support Price Floor, Utilities
(assuming 20% increase) and
25¢ Temporary Increase**



**Figure 3 - WESTERN UNITED
PROPOSALS**

**Support Price Floor, Utilities
(assuming 20% increase) and
25¢ Temporary Increase**



*Figure 4 - DAIRY INSTITUTE
PROPOSAL*

39.4¢ Permanent Decrease

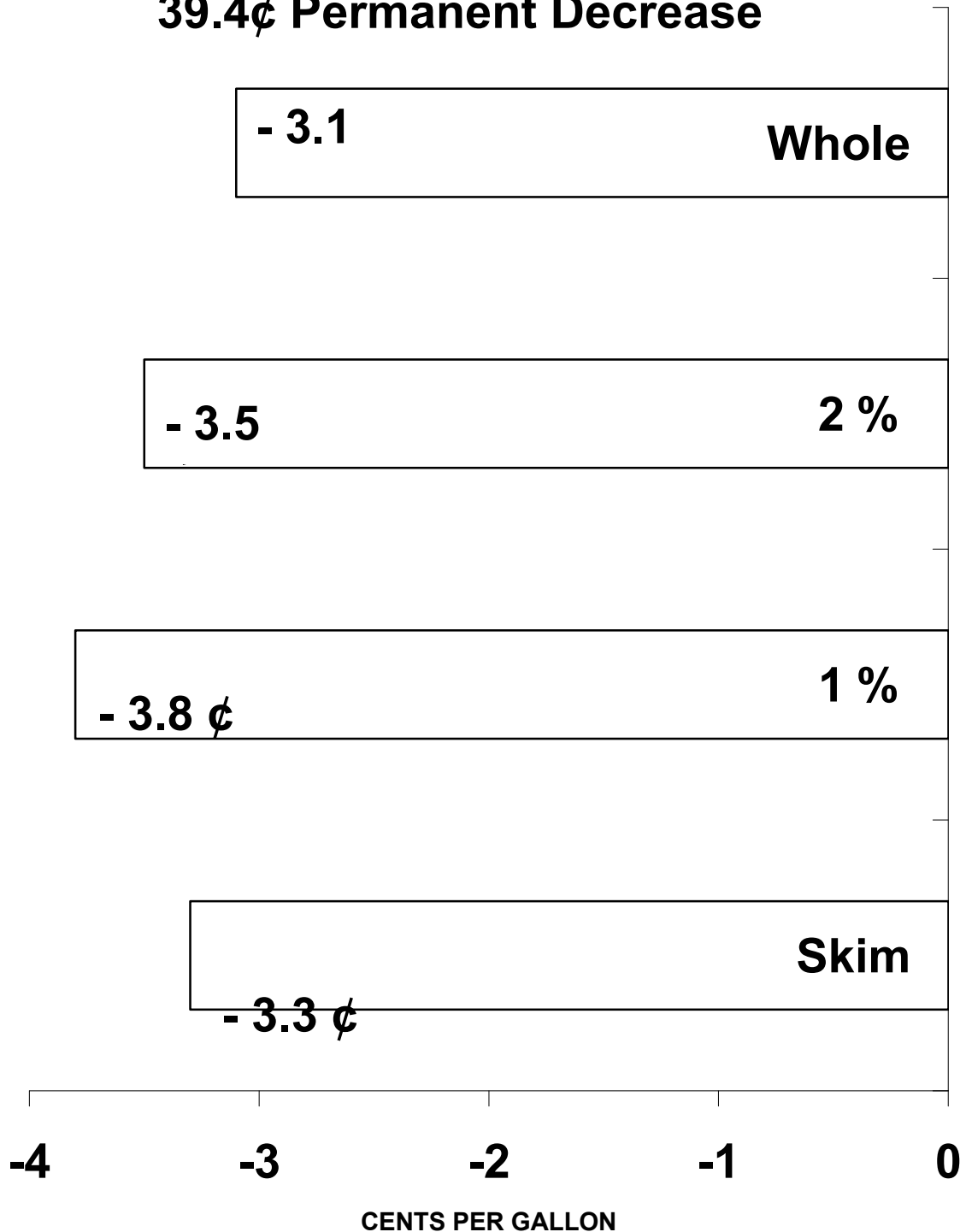


Figure 5 - 10% UTILITY COST INCREASE
Theoretical Impact of Proposed Utility Cost Amendment Using 2000 Annual Prices

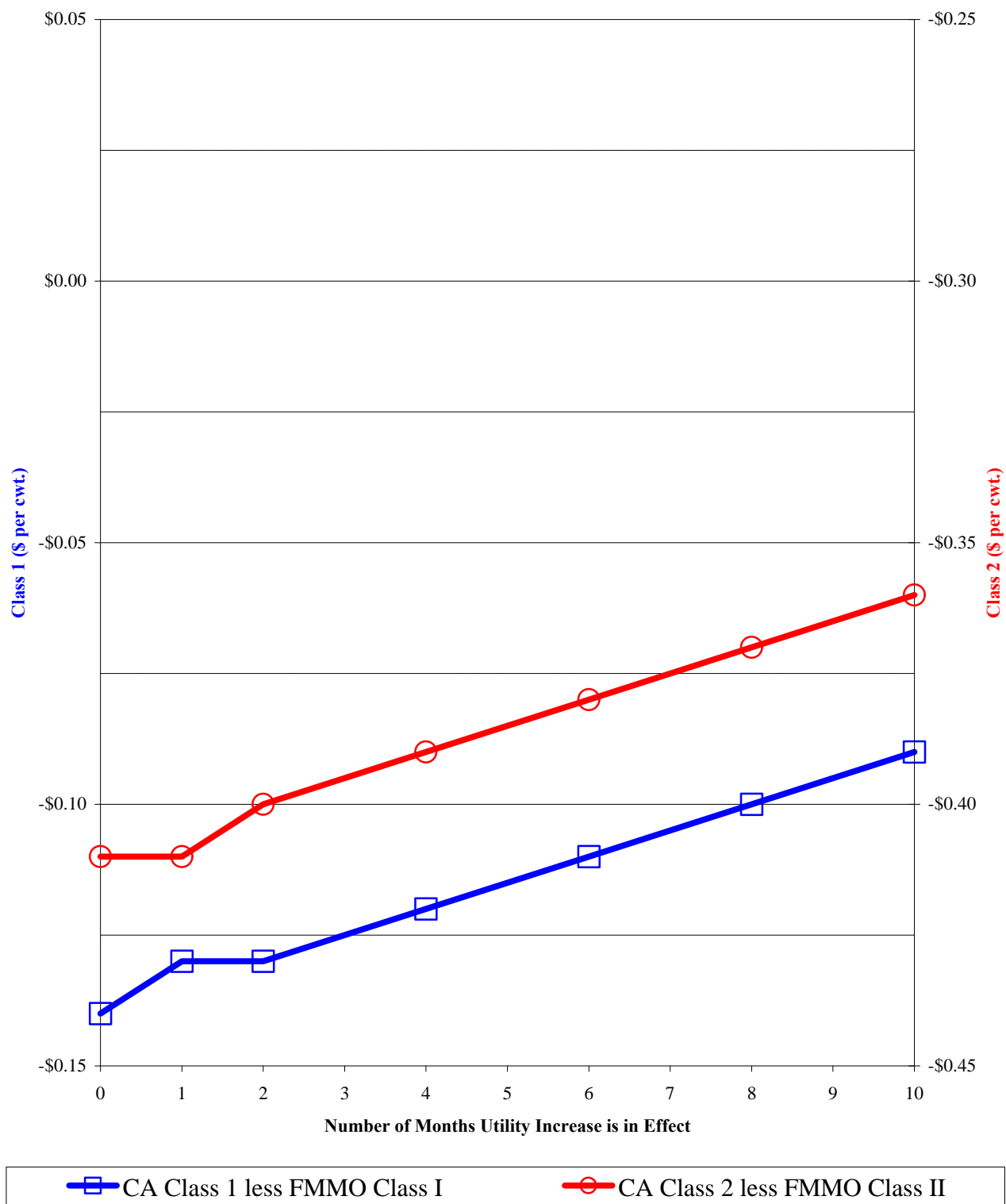


Figure 6 - 30% UTILITY COST INCREASE
Theoretical Impact of Proposed Utility Cost Amendment Using 2000 Annual Prices

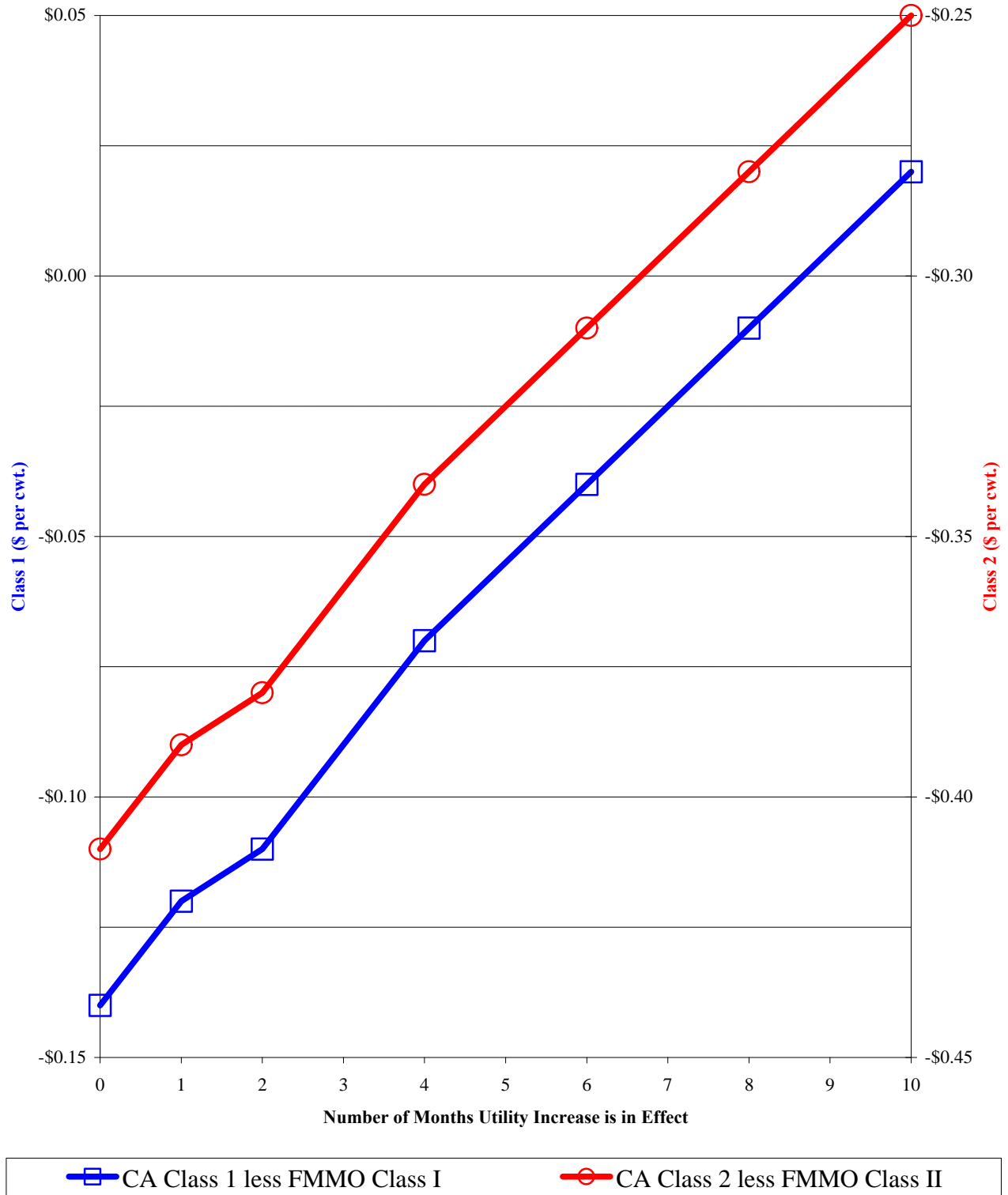


Figure 7 - FLUID MILK (WHOLE 3.5% 8.7%)
Los Angeles less Phoenix Price

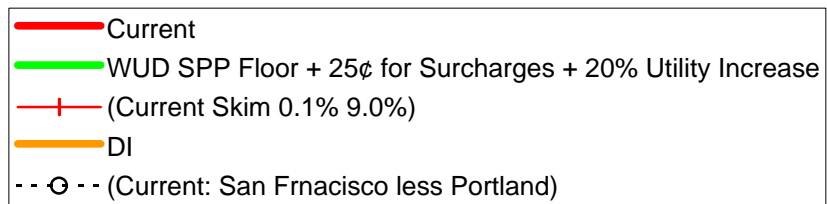
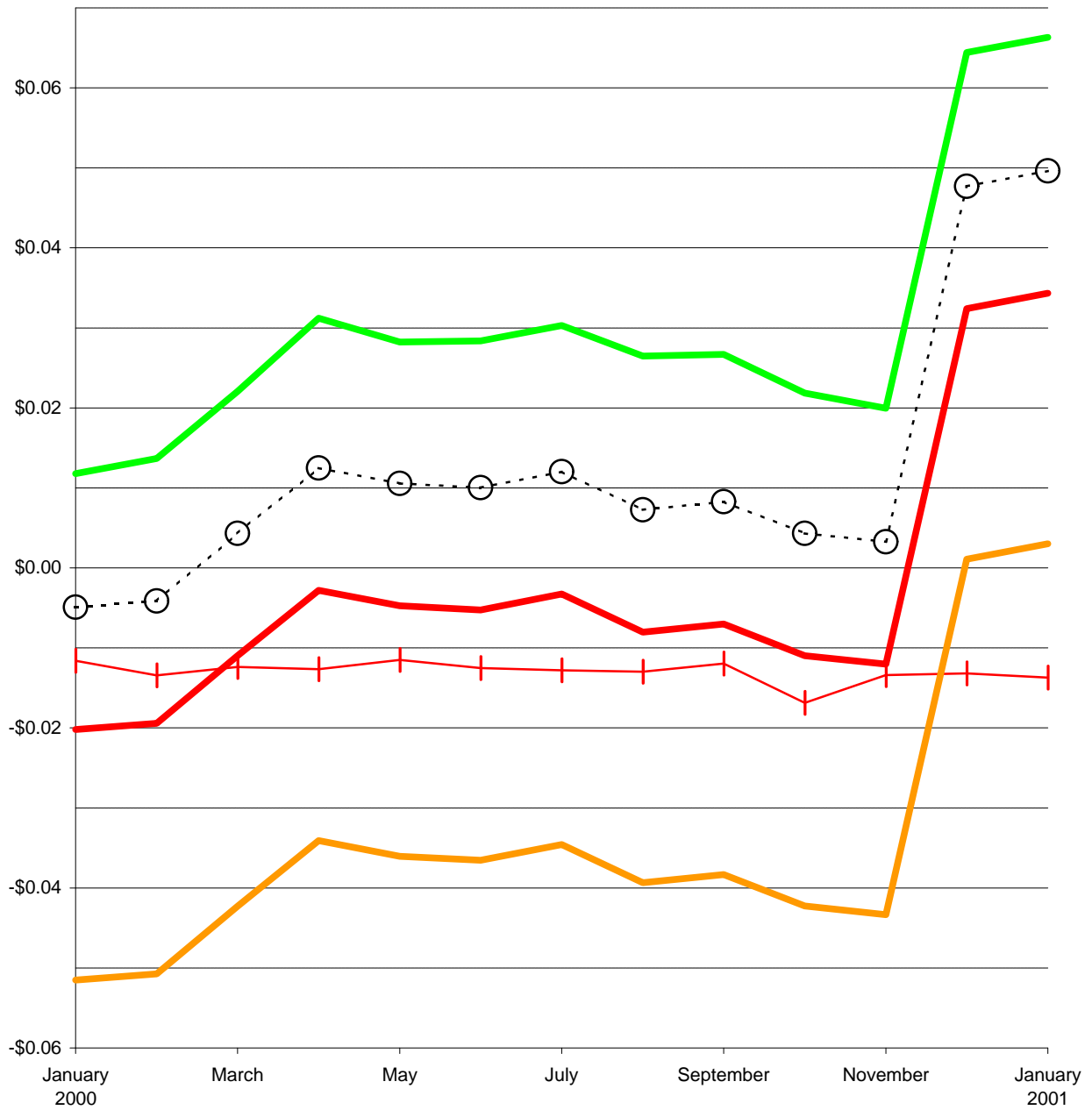


Figure 8 - LOWFAT YOGURT
Los Angeles less Phoenix Price

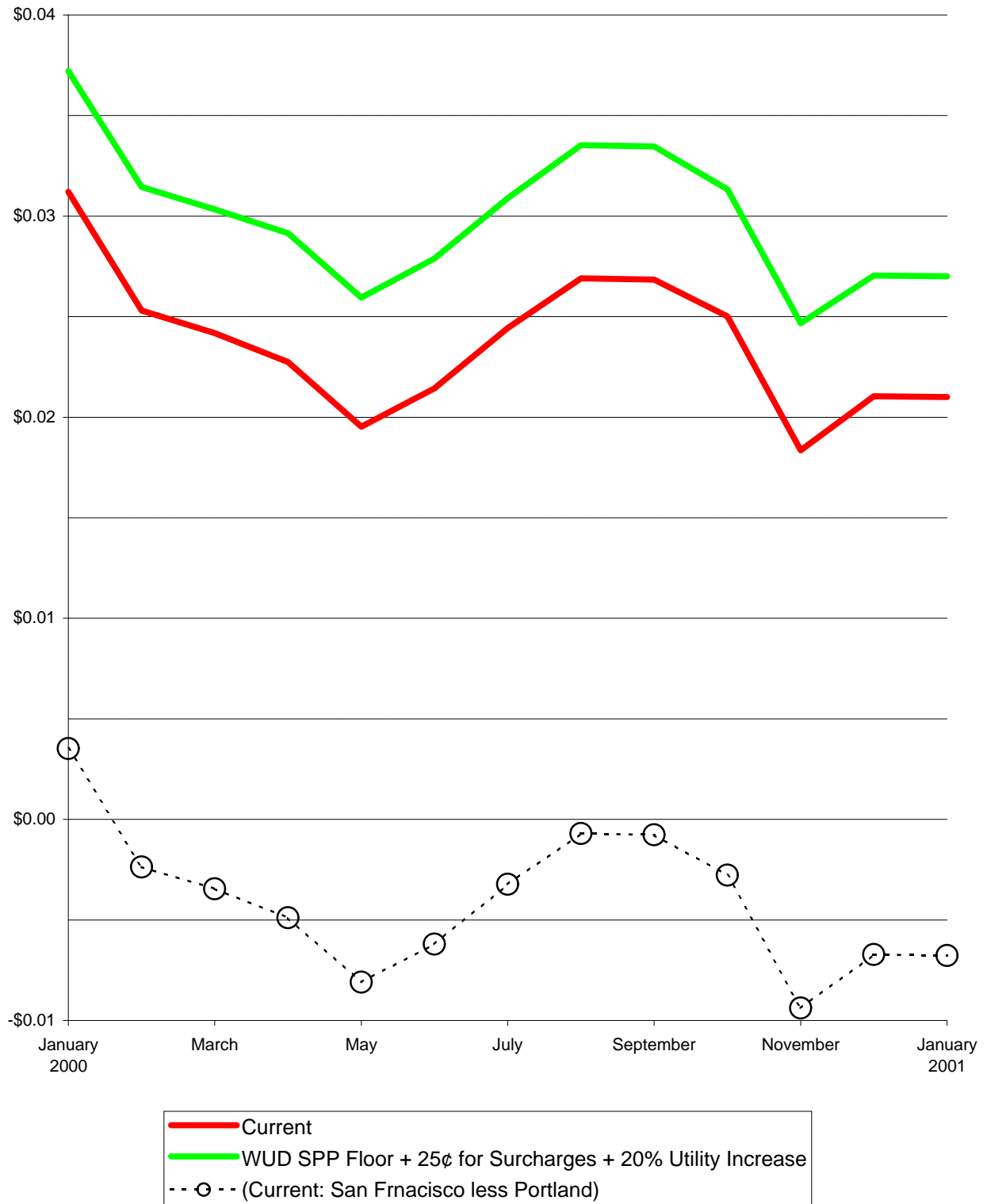


Figure 9 - GENERIC ICE CREAM
Los Angeles less Phoenix Price

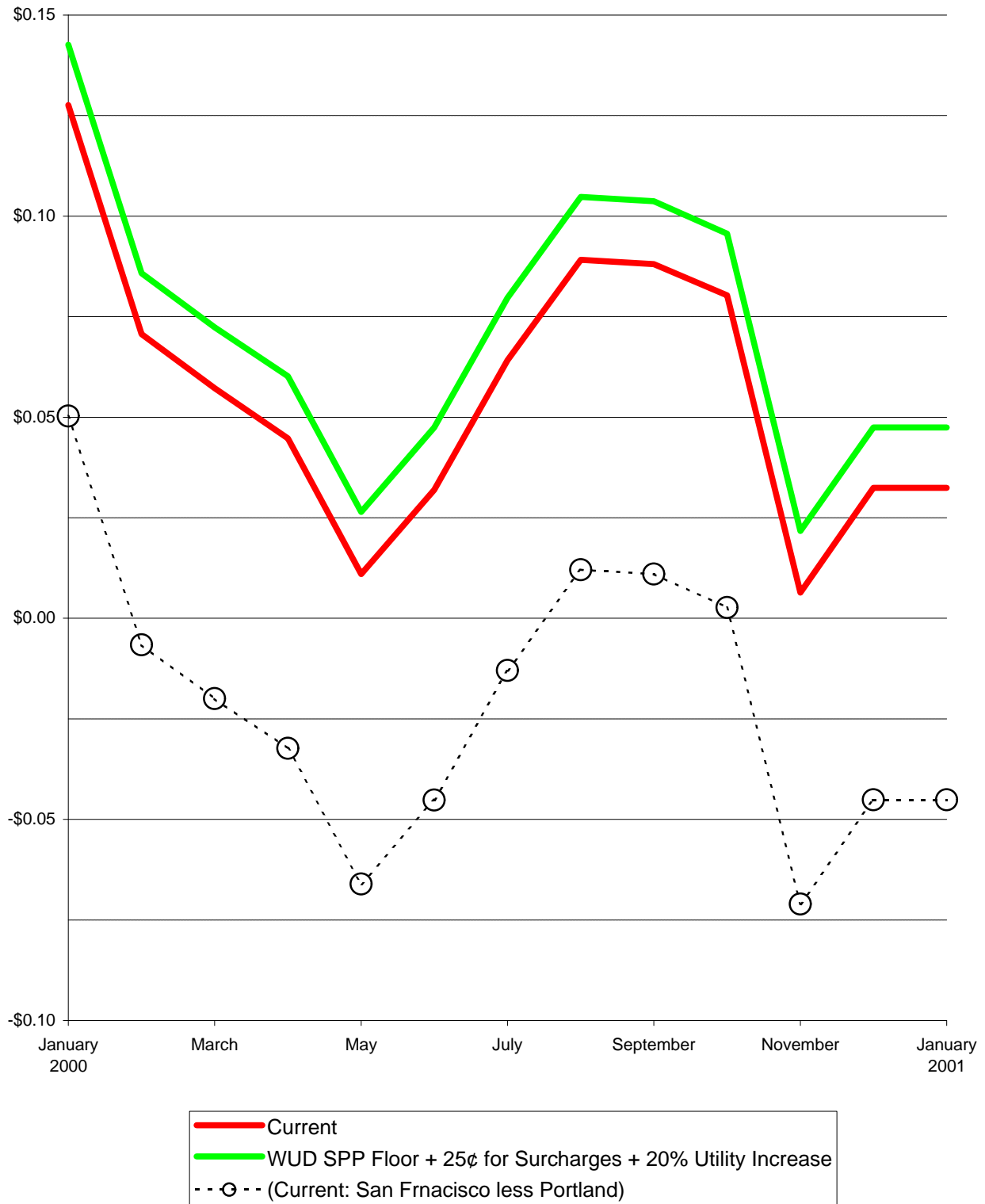


Figure 10 - CLASS 3 DAIRY PRODUCTS
California Share relative to Total US, 1970 to 2000

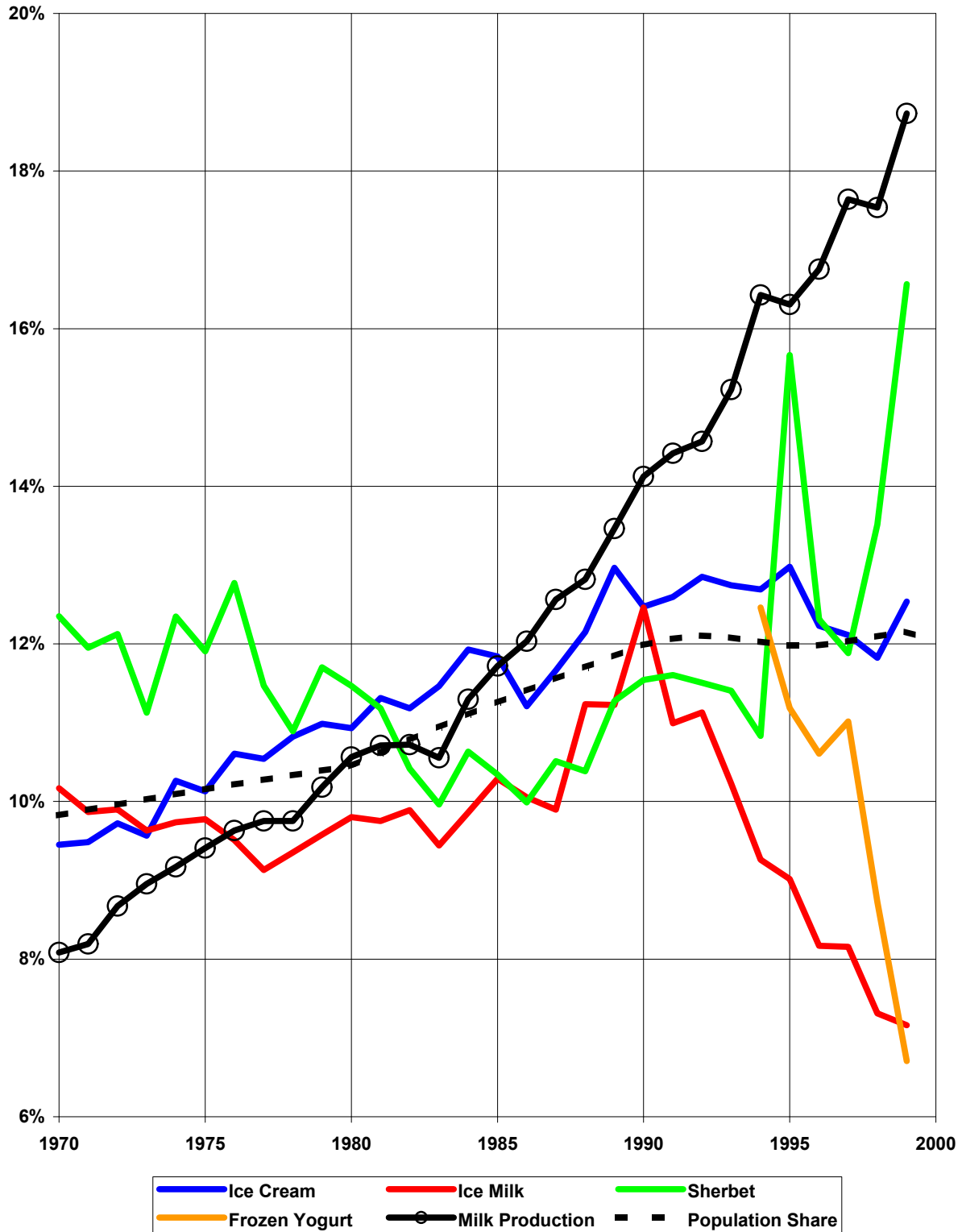


Figure 11 - BUTTER-POWDER MILK
Los Angeles less Phoenix Price

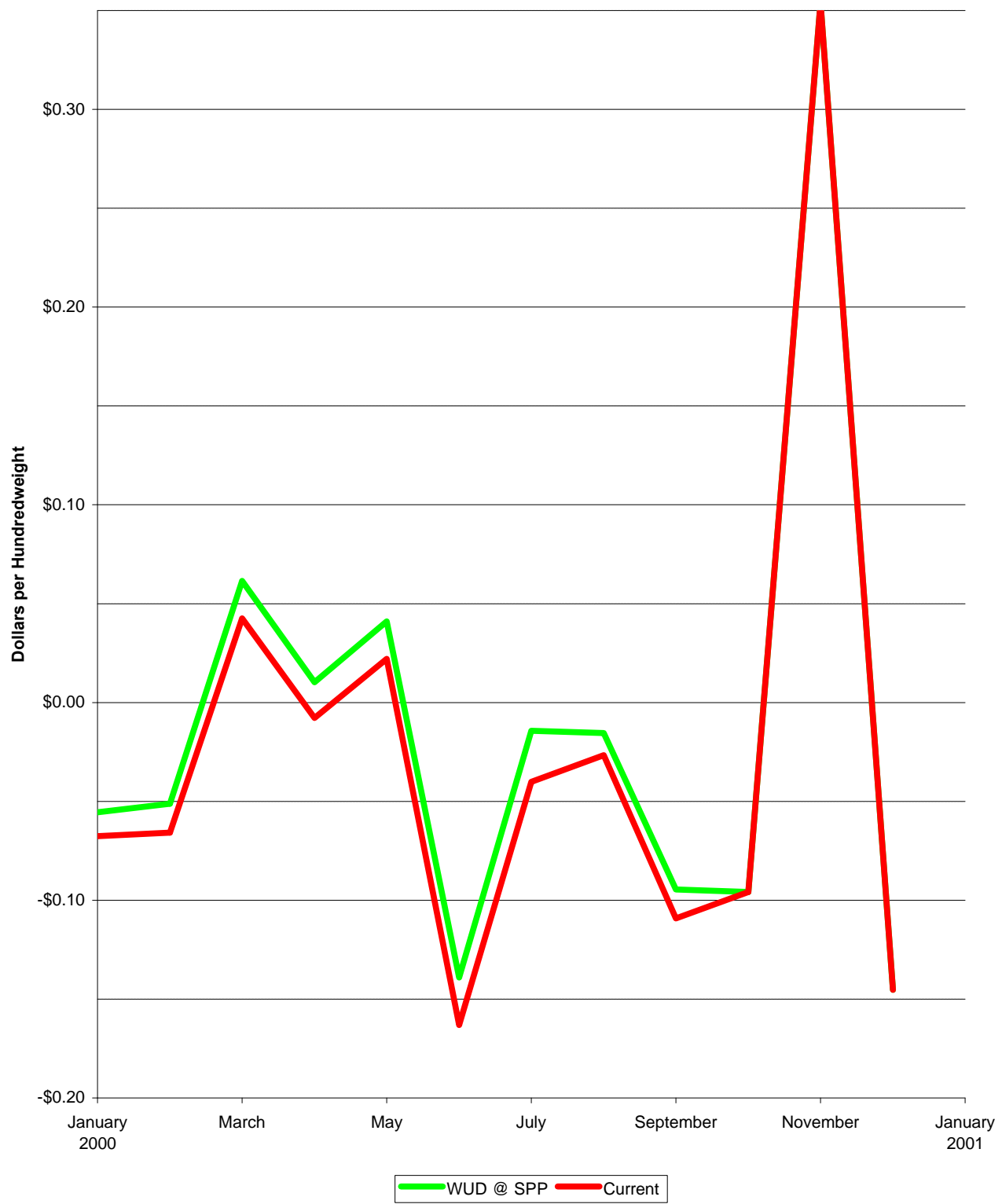


Figure 12 - CHEESE MILK
Los Angeles less Phoenix Price

